



### Request for Quote/Proposal (RFQ/RFP)

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|---|---|
| Commodity/Service Required:                                     | Equipment   |
| Type of Procurement:  | Power Inverter                                    |
| Type of Contract:   | Cost not to extend                                |
| Term of Contract:   | 30 days   |
| Contract Funding:   | USAID   |
| This Procurement supports:                                      | Feed the Future Ethiopia Transforming Agriculture |
| Submit Proposal to:   | See the method submission below                   |
| Date of Issue of RFP:   | November 14, 2024                                 |
| Date Questions from Supplier Due:                               | November 19, 2024, by 17:00 East Africa Time      |
| Date Proposal Due:  | November 21, 2024, by 17:00 East Africa Time      |
| Approximate Date Purchase Order Issued to Successful Bidder(s): | TBD   |

**Method of Submittal:** [procurement.eta@rti.org](mailto:procurement.eta@rti.org)

Respond via e-mail with attached document in MS Word / pdf format.  
The Bidder/Seller agrees to hold the prices in its offer firm for **30 days** from the date specified for the receipt of offers, unless another time is specified in the addendum of the RFP/RFQ.

Solicitation Number: ETA-24-AA-313

#### Attachments to RFP:

1. Attachment “A” – Equipment Specifications
2. Attachment “B” – Instructions to Bidders/Sellers
3. All PO Terms and Conditions are listed on our website at: [rti-po-terms\\_English\\_Version\\_-\\_v1.20.pdf](#) or for commercial items: [http://www.rti.org/files/PO\\_FAR\\_Clauses\\_Commercial\\_Items.pdf](http://www.rti.org/files/PO_FAR_Clauses_Commercial_Items.pdf) (hereinafter the “Terms”). Supplier’s delivery of products, performance of services, or issuance of invoices in connection with this purchase order establishes Supplier’s agreement to the Terms. The Terms may only be modified in writing signed by both parties.

All bidders/sellers are responsible to carefully review each attachment and follow any instructions that may be relevant to this procurement.

**RTI International is a trade name of Research Triangle Institute. RTI and the RTI logo are U.S. registered trademarks of Research Triangle Institute.**

**Attachment A**  
**Commodity Specifications or Statement of Work**

**Statement of Work**

Indicate a description of the activity/service that is expected from the supplier. Provide product specifications or service expectations (both if applicable). Include deliverables, timelines, and any special terms and conditions.

Description of Activity/Service:

RTI International Feed the Future Ethiopia Transforming Agriculture is a USAID activity to be implemented over a five-year period. The overall goal of the activity is to increase access to healthy diets, particularly for women and children, by improving the competitiveness, inclusiveness, and resilience of the Ethiopian food and agriculture systems. The activity will be implemented in nine regional states of the country: Amhara, Oromiya, Afar, SNNPR, Southwest Peoples, Dire Dawa, Tigray, Somalia, and Sidama. ETA has three intermediate results: increased availability of safe, diverse, and nutritious foods; increased incomes in the food and agriculture sectors; and increased convenience and desirability of safe, diverse, and nutritious foods. Together, these intermediate results will improve the competitiveness, inclusiveness, resilience, and sustainability of Ethiopia's food and agriculture.

RTI's **Feed the Future Ethiopia Transforming Agriculture Activity Agriculture** project that is being implemented by RTI International wants to invite potential vendors for the provision of power Inverter. The detailed requirement is provided below. The vendor should respond to the requirement of this RFQ in full.

Product or Service Expectations (both if applicable):

**Inverter:** Inverter 10 KVA up to 15KVA, 48V DC input, 220-240V AC output, 50Hz, with built-in charger, solar compatibility, and remote monitoring.

**Batteries:** Lithium-Ion, 48V system, 800Ah capacity, with an appropriate warranty and cycle life.

**Details**

**1. Inverter Specifications**

**Model:** Inverter 10 KVA upto 15KVA

**Power Rating:** 10 KVA upto 15KVA / 10,000 VA / 15,000 VA

**Output Voltage:** 220-240V AC (suitable for Ethiopia)

**Output Frequency:** 50Hz (standard frequency in Ethiopia)

**Waveform:** Pure Sine Wave

- Essential for running sensitive electronics without risk of damage.

**Input Voltage:** 48V DC.

- Requires a 48V battery bank to operate.

**Efficiency:** >94%

- High efficiency ensures minimal energy loss during conversion.

**Surge Capacity:** 24,000 VA for a few seconds.

- Handles start-up surges from appliances like refrigerators or pumps.

**Built-in Charger:** 100A

- Allows for quick charging of the battery bank when grid or generator power is available.

**Transfer Time:** <16 ms

- Fast switch-over time to ensure a seamless transition from grid power to battery power.

**Cooling System:** Forced air cooling with temperature-controlled fans

- Ensures the inverter operates efficiently even in hot environments.

**Solar Compatibility:** Yes, with built-in MPPT (Maximum Power Point Tracking)

- Optimizes power output from solar panels, if integrated into the system.

**Monitoring and Control:** Integrated LCD display with remote monitoring capability

- Provides real-time data on system performance, battery status, and load conditions.

**Protection Features:**

- Overload Protection
- Short-Circuit Protection
- Over-temperature Protection
- Low Battery Voltage Protection

**Warranty:** 3 years

- The supplier must be an authorized dealer to get full warranty coverage.

## 2. Battery bank specification

**Type:** Lithium-Ion

- **Lithium-Ion:** Higher efficiency, longer lifespan, but more expensive.

**Capacity:** 48V,800Ah

**Depth of Discharge:**

- **Lithium-Ion:** 80% (can be discharged deeper without significantly reducing lifespan)

**Cycle Life**

- **Lithium-Ion:** ~3000-5000 cycles at 80% DoD

**Charging Time:** 8-10 hours with 100A charger

- Ensures batteries are fully charged within a day when using grid power or solar energy.

**Temperature Range:**

- **Operating:** -20°C to 60°C (Lithium-Ion)

**Battery Management System (BMS)**

- **For Lithium-Ion:** Integrated BMS to monitor voltage, current, and temperature, ensuring safe operation.

**Warranty:** 3 years (Lithium-Ion)

- The supplier must be an authorized dealer to get full warranty coverage.

## 3. Additional Components

**Battery Rack/Cabinet:** Proper storage for batteries to keep them secure and safe from environmental factors.

**DC Disconnect Switch:** For safely disconnecting the battery bank from the inverter during maintenance.

**Surge Protection Device (SPD):** Protects the inverter and batteries from voltage spikes, especially if the system is connected to the grid.

**Cables and Connectors:** High-quality cables to handle the current loads and minimize power losses.

## 4. Installation and Maintenance Services

- The Supplier shall conduct pre-assessment activities to accurately determine and advise on the actual power requirements of the office(s).

- The Supplier shall provide full installation and maintenance services for a period of three (3) years and must be a certified installer to ensure compliance with all specified system requirements.

**The following specifications and conditions must be met by the Vendor. The vendor must refer Attachment A for all details of specifications.**

- All specifications above must be met.
- All relevant specification must be provided by the Vendor to RTI.

Deliverables, Timelines, Special Terms and Conditions:

Deliverables, Timelines, Special Terms, and Conditions:

1. Only those bids that meet all requirements above will be considered for the award.
2. Offer must be denominated in local currency (Ethiopia Birr)
3. Indicate the proposed delivery period.
4. Attach legal documents (License, Registration and TIN Certificates)
5. Indicate Warranty period, Installation and Maintenance Services
6. Power inverter delivery place shall be to Addis Ababa-ETA Office

**Pricing**

| Item # | Quantity to be Purchased | Description of Preferred Commodity or Services Specifications | Unit of Measure | Unit Fixed Price (Each) | Total Fixed Price (Each) | Lead Time Availability (Number of Days) |
|--------|--------------------------|---|-----------------|-------------------------|--------------------------|---|
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| 1 | 1 | <p><b>1.Inverter Specifications</b></p> <p><b>Model:</b> Inverter 10 KVA up to 15KVA</p> <p><b>Power Rating:</b> 10 KVA up to 15KVA/12,000 VA</p> <p><b>Output Voltage:</b> 220-240V AC (suitable for Ethiopia)</p> <p><b>Output Frequency:</b> 50Hz (standard frequency in Ethiopia)</p> <p><b>Waveform:</b> Pure Sine Wave</p> <ul style="list-style-type: none"> <li>- Essential for running sensitive electronics without risk of damage.</li> </ul> <p><b>Input Voltage:</b> 48V DC</p> <ul style="list-style-type: none"> <li>- Requires a 48V battery bank to operate.</li> </ul> <p><b>Efficiency:</b> &gt;94%</p> <ul style="list-style-type: none"> <li>- High efficiency ensures minimal energy loss during conversion.</li> </ul> <p><b>Surge Capacity:</b> 24,000 VA for a few seconds.</p> <ul style="list-style-type: none"> <li>- Handles start-up surges from appliances like refrigerators or pumps.</li> </ul> <p><b>Built-in Charger:</b> 100A</p> <ul style="list-style-type: none"> <li>- Allows for quick charging of the battery bank when grid or generator power is available.</li> </ul> <p><b>Transfer Time:</b> &lt;16 ms</p> <ul style="list-style-type: none"> <li>- Fast switch-over time to ensure a seamless transition from grid power to battery power.</li> </ul> <p><b>Cooling System:</b> Forced air cooling with temperature-controlled fans.</p> <ul style="list-style-type: none"> <li>- Ensures the inverter operates efficiently</li> </ul> | SET |  |  |  |
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|  |  | <p>even in hot environments.</p> <p><b>Solar Compatibility:</b> Yes, with built-in MPPT (Maximum Power Point Tracking)</p> <ul style="list-style-type: none"> <li>- Optimizes power output from solar panels, if integrated into the system.</li> </ul> <p><b>Monitoring and Control:</b> Integrated LCD display with remote monitoring capability</p> <ul style="list-style-type: none"> <li>- Provides real-time data on system performance, battery status, and load conditions.</li> </ul> <p><b>Protection Features:</b></p> <ul style="list-style-type: none"> <li>- Overload Protection</li> <li>- Short-Circuit Protection</li> <li>- Over-temperature Protection</li> <li>- Low Battery Voltage Protection</li> </ul> <p><b>Warranty:</b> 3 years</p> <ul style="list-style-type: none"> <li>- The supplier must be an authorized dealer to get full warranty coverage.</li> </ul> <p><b>2.Battery bank specification</b></p> <p><b>Type: Lithium-Ion</b></p> <ul style="list-style-type: none"> <li>- <b>Lithium-Ion:</b> Higher efficiency, longer lifespan, but more expensive.</li> </ul> <p><b>Capacity:</b> 48V,800Ah</p> <p><b>Depth of Discharge:</b></p> <ul style="list-style-type: none"> <li>- <b>Lithium-Ion:</b> 80% (can be discharged deeper without significantly reducing lifespan)</li> </ul> <p><b>Cycle Life</b></p> |  |  |  |  |
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|  |  | <ul style="list-style-type: none"> <li>- <b>Lithium-Ion:</b> ~3000-5000 cycles at 80% DoD</li> </ul> <p><b>Charging Time:</b> 8-10 hours with 100A charger</p> <ul style="list-style-type: none"> <li>- Ensure batteries are fully charged within a day when using grid power or solar energy.</li> </ul> <p><b>Temperature Range:</b></p> <ul style="list-style-type: none"> <li>- <b>Operating:</b> -20°C to 60°C (Lithium-Ion)</li> </ul> <p><b>Battery Management System (BMS)</b></p> <ul style="list-style-type: none"> <li>- <b>For Lithium-Ion:</b> Integrated BMS to monitor voltage, current, and temperature, ensuring safe operation.</li> </ul> <p><b>Warranty:</b> 3 years (Lithium-Ion)</p> <ul style="list-style-type: none"> <li>- The supplier must be an authorized dealer to get full warranty coverage.</li> </ul> <p><b>3.Additional Components</b></p> <p><b>Battery Rack/Cabinet:</b> Proper storage for batteries to keep them secure and safe from environmental factors.</p> <p><b>DC Disconnect Switch:</b> For safely disconnecting the battery bank from the inverter during maintenance.</p> <p><b>Surge Protection Device (SPD):</b> Protects the inverter and batteries from voltage spikes, especially if the system is connected to the grid.</p> <p><b>Cables and Connectors:</b> High-quality cables to handle the current loads and minimize power losses.</p> |  |  |  |  |
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|  |  | <p><b>4.Installation and Maintenance Services</b></p> <ul style="list-style-type: none"> <li>- The Supplier shall conduct pre-assessment activities to accurately determine and advise on the actual power requirements of the office(s).</li> <li>- The Supplier shall provide full installation and maintenance services for a period of three (3) years and must be a certified installer to ensure compliance with all specified system requirements.</li> </ul> |  |  |  |                    |
|  |  |  |  |  |  | <b>Sub Total</b>   |
|  |  |  |  |  |  | <b>VAT 15%</b>     |
|  |  |  |  |  |  | <b>Grand Total</b> |

By signing this attachment, the bidder confirms he has a complete understanding of the specifications and fully intends to deliver items that comply with the above listed specifications.

Signature:

Title:

Date:

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**Attachment “B”  
Instructions to Bidders/Sellers**

1. **Procurement Narrative Description:** The Buyer (RTI) intends to purchase commodities and/or services identified in Attachment A. The Buyer intends to purchase the quantities (for commodities) and/or services (based on deliverables identified in a Statement of Work). The term of the Ordering Agreement shall be from Award Date to the Delivery date of the Offeror unless extended by mutual agreement of the parties. The Buyer intends to award to a single “approved” supplier based on conformance to the listed specifications, the ability to service this contract, and selling price. We reserve the right to award to more than one bidder. If an Ordering Agreement is established as a result of this RFQ/RFP, supplier understands that quantities indicated in the specifications (Attachment A) are an estimate only and RTI does not guarantee the purchase quantity of any item listed.
2. **Procuring Activity:** This procurement will be made by **Research Triangle Institute (RTI International)**, located at

RTI-Feed the Future Ethiopia Transforming Agriculture  
Central Printing Press 6th Floor,  
Addis Ababa, Ethiopia

*(insert full address of the office)*

who has a purchase requirement in support of a project funded by

USAID

*(insert client’s name)*

RTI shall award the initial quantities and/or services and any option quantities (if exercised by RTI) to Seller by a properly executed Purchase Order as set forth within the terms of this properly executed agreement.

3. **Proposal Requirements.** All Sellers will submit a quote/proposal which contains offers for all items and options included in this RFQ/RFP. All information presented in the Sellers quote/proposal will be considered during RTI’s evaluation. Failure to submit the information required in this RFQ/RFP may result in Seller’s offer being deemed non-responsive. Sellers are responsible for submitting offers, and any modifications, revisions, or withdrawals, so as to reach RTI’s office designated in the RFQ/RFP by the time and date specified in the RFQ/RFP. Any offer, modification, revision, or withdrawal of an offer received at the RTI office designated in the RFQ/RFP after the exact time specified for receipt of offers is “late” and may not be considered at the discretion of the RTI Procurement Officer. The Seller’s proposal shall include the following:
  - (a) The solicitation number:
  - (b) The date and time submitted:
  - (c) The name, address, and telephone number of the seller (bidder) and authorized signature of same:
  - (d) Validity period of Quote:
  - (e) A technical description of the items being offered in sufficient detail to evaluate compliance with the requirements in the solicitation. This may include product literature, or other documents, if necessary.
  - (f) If RTI informs Seller that the Commodity is intended for export and the Commodity is not classified for export under Export Classification Control Number (ECCN) “EAR99” of the U.S. Department of Commerce Export Administration Regulations (EAR), then Seller must provide RTI the correct ECCN and the name of Seller’s representative responsible for Trade Compliance who can confirm the export classification.

- (g) Lead Time Availability of the Commodity/Service.
  - (h) Terms of warranty describing what and how the warranties will be serviced.
  - (i) Special pricing instructions: Price and any discount terms or special requirements or terms (special note: pricing must include guaranteed firm fixed prices for items requested.)
  - (j) Payment address or instructions (if different from mailing address)
  - (k) Acknowledgment of solicitation amendments (if any)
  - (l) Past performance information, when included as an evaluation factor, to include recent and relevant contracts for the same or similar items and other references (including points of contact with telephone numbers, and other relevant information)
  - (m) **Special Note:** *The Seller, by his response to this RFQ/RFP and accompanying signatures, confirms that the terms and conditions associated with this RFQ/RFP document have been agreed to and all of its attachments have been carefully read and understood and all related questions answered.*
4. **Forms:** Sellers (potential bidders or suppliers) must record their pricing utilizing the format found on Attachment "A". Sellers must sign the single hardcopy submitted and send to address listed on the cover page of this RFQ/RFP.
5. **Questions Concerning the Procurement.** All questions in regard to this RFQ/RFP to be directed to
- Feed the Future Ethiopia Transforming Agriculture Procurement team  
(insert name of procurement officer)
- at this email address:
- [Procurement.eta@rti.org](mailto:Procurement.eta@rti.org)  
(insert email address of the procurement officer).
- The cut-off date for questions is (insert date).
- November 19, 2024, by 17:00 East Africa Time
6. **Notifications and Deliveries:** Time is of the essence for this procurement. Seller shall deliver the items or services no later than the dates set forth in the contract that will be agreed by both parties as a result of this RFQ/RFP. The Seller shall immediately contact the Buyer's Procurement Officer if the specifications, availability, or the delivery schedule(s) changes. Exceptional delays will result in financial penalties being imposed of Seller.
7. **Documentation:** The following documents will be required for payment for each item:
- (a) A detailed invoice listing Purchase Order Number, Bank information with wiring instructions (when applicable)
  - (b) Packing List
  - (c) All relevant product/service documentation (manuals, warranty doc, certificate of analysis, etc.)
8. **Payment Terms:** Refer to RTI purchase order terms and conditions found in [https://www.rti.org/sites/default/files/rti-po-terms\\_english\\_version\\_-\\_v1.18.pdf](https://www.rti.org/sites/default/files/rti-po-terms_english_version_-_v1.18.pdf) , [http://www.rti.org/files/PO\\_FAR\\_Clauses.pdf](http://www.rti.org/files/PO_FAR_Clauses.pdf), or

[http://www.rti.org/files/PO\\_FAR\\_Clauses\\_Commercial\\_Items.pdf](http://www.rti.org/files/PO_FAR_Clauses_Commercial_Items.pdf). Payment can be made via wire transfer or other acceptable form. Sellers may propose alternative payment terms and they will be considered in the evaluation process.

9. **Alternative Proposals:** Sellers are permitted to offer “alternatives” should they not be able to meet the listed requirements. Any alternative proposals shall still satisfy the minimum requirements set forth in Attachment A Specifications.
10. **Inspection Process:** Each item shall be inspected prior to final acceptance of the item. All significant discrepancies, shortages, and/or faults must be satisfactorily corrected and satisfactorily documented prior to delivery and release of payment.
11. **Evaluation and Award Process:** The RTI Procurement Officer will award an agreement contract resulting from this solicitation to the responsible Seller (bidder) whose offer conforms to the RFQ/RFP will be most advantageous to RTI, price and other factors considered. The award will be made to the Seller representing the **best value** to the project and to RTI. For the purpose of this RFQ/RFP, price, delivery, technical and past performance are of equal importance for the purposes of evaluating, and selecting the “best value” awardee. RTI intends to evaluate offers and award an Agreement without discussions with Sellers. Therefore, the Seller’s initial offer should contain the Seller’s best terms from a price and technical standpoint. However, RTI reserves the right to conduct discussions if later determined by the RTI Procurement Officer to be necessary.

The evaluation factors will be comprised of the following criteria:

- (a) **PRICE.** Lowest evaluated ceiling price (inclusive of option quantities) .
- (b) **DELIVERY.** Seller provides the most advantageous delivery schedule.
- (c) **TECHNICAL.** Items/Services shall satisfy or exceed the specifications described in RFQ/RFP Attachment A.
- (d) **PAST PERFORMANCE** - Seller can demonstrate his/her capability and resources to provide the items/services requested in this solicitation in a timely and responsive manner.
- (e) **OTHER EVALUATION CRITERIA.**

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| NA |
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12. **Award Notice.** A written notice of award or acceptance of an offer, mailed or otherwise furnished to the successful supplier within the time acceptance specified in the offer, shall result in a binding contract without further action by either party.
13. **Validity of Offer.** This RFP in no way obligates RTI to make an award, nor does it commit RTI to pay any costs incurred by the Seller in the preparation and submission of a proposal or amendments to a proposal. Your proposal shall be considered valid for 30 days after submission.

14. **Representations and Certifications.** Winning suppliers under a US Federal Contract are required to complete and sign as part of your offer RTI Representations and Certifications for values over \$10,000.
15. **Certification.** The offeror, by signing its offer, hereby certifies to the best of its knowledge and belief that no Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress on its behalf in connection with the awarding of this contract.
16. **Anti- Kick Back Act of 1986.** Anti-Kickback Act of 1986 as referenced in FAR 52.203-7 is hereby incorporated into this Request for Proposal as a condition of acceptance. If you have reasonable grounds to believe that a violation, as described in Paragraph (b) of FAR 52.203-7 may have occurred, you should report this suspected violation to the RTI's Ethics Hotline at 1-877-212-7220 or by sending an e-mail to [ethics@rti.org](mailto:ethics@rti.org). You may report a suspected violation anonymously.
17. **The John S. McCain National Defense Authorization Act for fiscal year 2019 - section 889.** RTI cannot use any equipment or services from specific companies, or their subsidiaries and affiliates, including Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, and Dahua Technology Company ("Covered Technology"). In response to this request for proposal, please do not provide a quote which includes any Covered Technology. Any quote which includes Covered Technology will be deemed non-responsive. Additionally, if the United States Government is the source of funds for this RFP, the resulting Supplier shall not provide any equipment, system, or service that uses Covered Technology as a substantial or essential component

**Acceptance:**

Seller agrees, as evidenced by signature below, that the seller's completed and signed solicitation, seller's proposal including all required submissions and the negotiated terms contained herein, constitute the entire agreement for the services described herein.

By: (*Seller Company Name*)

Signature: \_\_\_\_\_

Title:

Date:

|   |   |
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| <p><b>Describe the Core business of your firm</b></p>   | <p><b>(Attach short company profile not more than 5 pages)</b></p>                          |
| <p><b>RTI Credit policy is within 30 days upon delivery.</b></p> <p><b>Is this payment term acceptable to your organization? If these payment terms are not acceptable with your company, then provide an alternative option for RTI's consideration.</b></p> |   |
| <p><b>List the names and current contact information for three (3) references for us to contact about your performance.</b></p>   |   |
| <p><b>Quote Validity-Confirm if price is valid for 90 days.</b></p>   |   |
| <p><b>Approved by:<br/>(Bidder's representative)</b></p>  | <p><b>Name</b> _____</p> <p><b>Title</b> _____</p> <p><b>Date &amp; Signature</b> _____</p> |

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|  <p><b>KEY QUESTIONS</b></p> | <p><b>VENDOR INFORMATION FORM-</b> Vendor minimum Eligibility requirements (Failure to submit any of the three in the below list will lead to disqualification).</p> <p>Please write your answers clearly and use additional paper if needed to provide as much detail as possible in your answers to these questions. More details and facts are always better than fewer details. We will attempt to verify the important facts you have listed below using our local personnel in and around the country. Where a question does not apply to your business context Indicate N/A)</p> |
| <p><b>Name of contact person</b></p>  |   |
| <p><b>Title or position of contact</b></p>  |   |
| <p><b>Phone Number(s) for contact</b></p>   |   |
| <p><b>E-mail address for contact</b></p>  |   |
| <p><b>Company name</b></p>  |   |
| <p><b>Company address</b></p>   | <p><b>(Include physical location)</b></p>   |
| <p><b>Attach business Documents and indicate numbers</b></p>  | <p><b>Attach certificate of Incorporation</b><br/> <b>number: Copy of VAT Registration</b><br/> <b>Certificate</b><br/> <b>Copy of TIN Certificate</b><br/> <b>Copy of Business License</b></p>   |
| <p><b>Bank Details)</b></p>   | <p><b>Bank Name:</b><br/> <b>Branch Name:</b><br/> <b>Account Name:</b><br/> <b>Account</b><br/> <b>Number:</b></p>   |